

Reflections

4-27-2020

Virtual Programs

This morning we had a directors meeting where we affirmed that we **must** add our residential programs to our online offerings. We need them for two reasons: 1. If our participants can't come to take our programs at our campus, we need to take our offerings to them. The best way to do that is in an online environment, and 2. We need the money.

Frank Kenna, our Monroe Board Chair, joined us for the discussion. He introduced us to the concept of MVP (no...not Most Valuable Player) but rather, "Minimal Viable Product." It's a term that comes from the software development industry. Here's a great graphic that describes the concept.



(note the candle, lantern, light bulb progression)

The concept is to take some we know (a residential program) put it out there online and test to see how it fares in that environment. Find the bugs, fix them, test again...rapid iteration and improving the product every time as we learn more and more.

Frank emphasized that **speed** was of the essence. Get it out there and discover how to make it better.

Frank said, “What you think the final product will be, and what it finally turns out to be are almost never the same.” Our participants, trainers and staff will know what needs to change as we try it out.

Frank built a very successful company using this concept and we’re going to follow his lead.

India

Nikate, our Outreach Trainer in India, invited me to talk about Monroe to a group of his students over Zoom this morning. About 120 showed up and we had a wonderful discussion about Monroe, but more importantly, the uses of the Rebal and Energy Conversion Box. Wonderful stories were told about how people met spouses, made plane connections and found parking places using the Rebal.

Refurbished Tower, YEA!

Doesn't this look great?



Thanks for the picture, Angie.

That's it.
See you Tuesday,
Scott